

Message Text

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PAGE 01 RABAT 05260 291737Z

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ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 XMB-02 /020 W

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FM AMEMBASSY RABAT

TO SECSTATE WASHDC 9919

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E.O. 11652: N/A

TAGS: BENC BEXP MO

SUBJECT: NADOR STEEL COMPLEX

REF: (A) STATE 235841, (B) RABAT 4597, (C) RABAT 4120

1. ECONOFF VISITED SONASID TODAY TO OBTAIN ANSWERS TO QUESTIONS RAISED IN PARAS 3 AND 4 REF A. WAS INFORMED THAT DESPITE EARLIER STATEMENT BY SONASID REP REPORTED REF C, PREQUALIFICATION EXERCISE FOR GROUP A (PARTS A-1 TO A-5) HAVE NOT YET BEEN ANNOUNCED. SONASID OFFICIAL NOTED THAT FIRMS LISTED PARA 2 REF C WERE US FIRMS REQUESTING PREQUALIFICATION QUESTIONNAIRE NOT RPT NOT FIRMS WHICH WERE PREQUALIFIED. OF THESE 16 FIRMS ONLY FIVE IN FACT RETURNED QUESTIONNAIRE AND THEREFORE BEING CONSIDERED FOR GROUP A PREQUALIFICATION.

2. FOLLOWING ARE US FIRMS WHICH SUBMITTED QUESTIONNAIRE FOR PARTS OF GROUP A.

A-1 A.G. MCKEE AND CO., US STEEL ENGINEERS AND CONSULTANTS

A-2 AND 3 MORGAN CONSTRUCTION CO., US STEEL ENGINEERS AND CONSULTANTS

A-4 DRAVO CORP., H.K. FERGUSON, US STEEL ENGINEERS AND CONSULTANTS

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PAGE 02 RABAT 05260 291737Z

A-5 H.K. FERGUSON, US STEEL ENGINEERS AND CONSUL-

TANTS

3. WHEN PREQUALIFICATION DECISION IS MADE ALL FIRMS
PRESELECTED TO BID WILL RECEIVE DOCUMENTS.

4. ALL FIRMS LISTED PARA 2 REF C INCLUDING BROWN AND
ROOT, VULCAN ENGINEERING, PULLAMN SWINDELL AND BLAW-KNOX
WERE SENT PREQUALIFICATION QUESTIONNAIRES BY REGISTERED
MAIL IN JUNE. ECONOFF SAW LIST REGISTRATION RECEIPT
NUMBERS. FIRMS WHICH DID NOT RETURN THE QUESTIONNAIRE
WILL NOT RPT NOT BE CONSIDERED FOR PREQUALIFICATION.
THIS MEANS THAT BROWN AND ROOT, VULCAN ENGINEERING, PULL-
MAN SWINDELL AND BLAW-KNOX ARE NOT AND WILL NOT BE
PREQUALIFIED SINCE THEY DID NOT SUBMIT QUESTIONNAIRE AND
DEADLINE FOR SUBMISSION IS LONG PAST.

5. THERE HAVE BEEN NO DELAYS IN DEADLINES. PRESELECTION
FOR GROUP A SHOULD BE ANNOUNCED WITHIN NEXT FEW WEEKS,
WHILE DEADLINE FOR REQUESTING PREQUALIFICATION QUESTIONNAIRES
FOR GROUP B WILL TAKE PLACE AT THE END OF CURRENT WEEK,
I.E. OCTOBER 2. EIGHTEEN US FIRMS HAVE EXPRESSED
INTEREST IN PARTS OF GROUP B AND SHOULD BE RECEIVING
QUESTIONNAIRES BY REGISTERED MAIL.

6. TIMING AND COMPOSITION GOM VISIT TO DISCUSS EXIM
FINANCING RAISED WITH SONASID OFFICIAL WHO SAID DECISIONS
NOT YET MADE. ADDED THAT FONMIN AND MINCOMM LIKELY
BE BETTER INFORMED THAN SONASID RE INTENTIONS. EMBOFF
THEN DISCUSSED WITH MINCOMM SEC GEN (MINISTER PRESENTLY
IN FRANCE DISCUSSION STEEL MILL FINANCING POSSIBILITIES) WHO
CONFIRMED DETAILS US TRIP NOT YET FULLY JELLED. SAID
HOWEVER THAT GROUP WOULD CERTAINLY BE HEADED BY MINISTER,
POSSIBLY MINFIN DURING RETURN FROM MANILA BANK/FUND
MEETINGS, AND THAT HE (SEC GEN) WOULD BE BACK IN TOUCH,
PROBABLY WITHIN COUPLE OF WEEKS.

7. FYI. IN ADVISING FIRMS ON THIS PROJECT, IT SHOULD BE
BORNE IN MIND THAT ALTERNATIVE METHODS TO MEET DESIRED
OUTPUT SPECIFICATIONS FOR THIS PROJECT SHOULD NOT BE
IGNORED. IF A FIRM CAN PRODUCE A PIECE OF EQUIPMENT OR
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PAGE 03 RABAT 05260 291737Z

A PLANT WHICH WILL MEET OUTPUT SPECS BUT WHICH EMBODIES
A MORE EFFICIENT TECHNOLOGY, IT SHOULD NOT HESITATE TO
BID. CONCERNING DEADLINES, IT SHOULD ALSO BE NOTED THAT
SONASID WILL CONSIDER A FIRM'S TELEX REQUEST FOR
DEADLINE EXTENSION IF DOCUMENTS WILL FOLLOW IN A REASONABLE
TIME (A WEEK OR SO).
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